

Message Text

UNCLASSIFIED

PAGE 01 MANAGU 02754 092212Z
ACTION ARA-14

INFO OCT-01 ISO-00 EB-07 /022 W
-----100533Z 008455 /12
R 092058Z JUN 77
FM AMEMBASSY MANAGUA
TO USDOC WASHDC
INFO SECSTATE WASHDC 3445

UNCLAS MANAGUA 2754

E.O. 11652: NA
TAGS: BEXP, PINR, NU
SUBJECT: WTDR/FTI DIVERSIONES Y HOTELES S.A.

REF: USDOC 08150

1. NICARAGUA 2. COUNTRY CODE: 219 3. SERIAL NO.: NA
4. DIVERSIONES Y HOTELES S.A.
(PREVIOUSLY KNOWN, AND REQUESTED AS HOTEL CIBALSA)
- 4.A. CODE: 4B. CODE: A 4C. CODE: X
5. APARTADO POSTAL 2807; 2A AVE. .O. #1301
6. MANAGUA, NICARAGUA
7. ESTABLISHED: NA 8. EMPLOYEES: NA
9. SIZE: NA 10. REPUTATION: (22-X) GOOD
11. SALES AREAC NA
12. REPORT DATE: 06/77
- 13A. 70110/9 HOTEL DEVELOPER AND OPERATOR.
- 13B. 25990/F INTERESTED IN IMPORTING HOTEL FURNITURE AND FIXTURES;

UNCLASSIFIED

UNCLASSIFIED

PAGE 02 MANAGU 02754 092212Z

- 13C. 35891/F INTERESTED IN IMPORTING COMMERCIAL COOKING AND FOOD
WAMRING EQUIPMENT;
- 13D. 32620/F INTERESTED IN IMPORTING HOTEL TABLE AND KITCHEN WARE;
- 13E. 23900/F INTERESTED IN IMPORTING MISCELLANEOUS FABRICATED
TEXTILE PRODUCTS;
- 13F. 36450/F INTERESTED IN IMPORTING HOTEL LIGHTING FIXTURES;

14. CONTACT: MR. MAURICIO PIERSON TITLE: PRESIDENT

15. CABLE: DIHOSA 16. TELEX:NA 17. PHONE: 23327

18. FINANCIAL REFERENCES: BANCO DE AMERICA, APARTADO POSTAL 285,
AND BANCO NICARAGUNESE, APARTADO POSTAL 549, IN MANAGUA.

19. TRADE REFERENCES: NA

20. FOREIGN FIRMS REPRESENTED: NA

21. DIVERSIONES Y HOTELES S.A. IS THE CORPORATE NAME OF A
PROJECTED 207-ROOM HOTEL TO BE BUILT IN THE OUTSKIRTS OF THE CITY
OF MANGUA. THE HOTEL, TO BE NAMED HOTEL LA CASCADA RATHER THAN
HOTEL CIBALSA IS AS PREVIOUSLY REPORTED, WILL HAVE AN ESTIMATED
COST OF US\$7 MILLION OF WHICH US\$3.4 MILLION WILL BE FINANCED BY
THE CENTRAL AMERICAN BANK FOR ECONOMIC INTEGRATION (CABEI), WHICH
HAS ALREADY DECLARED THE PROJECT ELIGIBLE FOR FINANCING. THE HOTEL'S
FEASIBILITY STUDY WAS COMPLETED A FEW WEEKS AGO AND WILL BE PRE-
SENTED SHORTLY TO CABEI FOR ITS FINAL AUTHORIZATION OF THE LOAN.
THE ACTUAL CONSTRUCTION OF THE HOTEL IS EXPECTED TO BEGIN IN
OCTOBER-NOVEMBER 1977. AT THAT TIME, THE FIRM IS EXPECTED TO
START MAKING CONTACTS FOR THE IMPORT OF NEEDED HOTEL EQUIPMENT,
FURNITURE AND SUPPLIES. THE LOCAL DEVELOPERS ARE PRESENTLY SEEKING
AFFILIATION WITH A MAJOR HOTEL CHAIN AND HAVE, THUS FAR, ESTABLISHED
PROMISING CONTACTS WITH THE RAMADA INN, HILTON, AND TRAVEL ODGE
ORGANIZATIONS. THE PRESIDENT AND LEADING PROMOTER OF THE FIRM IS
ARQ. MAURICIO PEIRSON, A PROMINENT NICARAGUAN ARCHITECT WHO ALSO
OWNS A MODERN 30-ROOM HOTEL IN A LAKE RESORT NEAR THE CITY OF
UNCLASSIFIED

UNCLASSIFIED

PAGE 03 MANAGU 02754 092212Z

RIVAS. MR. PIERSON IS WELL AND FAVORABLY REGARDED IN LOCAL CIRCLES
AND IS CONSIDERED TO BE A SERIOUS AND RESPONSIBLE BUSINESSMAN.
THE BANKING REFERENCES MENTIONED ABOVE ARE MR. PIERSON'S OWN.
OWING TO THE PRESENT ATAGE OF THE HOTEL PROJECT, EMBASSY CANNOT
AT THIS TIME MAKE ANY COMMENT ONSUBJECT FIRM'S REPUTATION OR
FINANCIAL SITUATION, MR. PIERSON, HOWEVER, IS ENTIRELY DEDICATED
TO THE PROJECT AND APPEARS TO HAVE OBTAINED THE FINANCIAL AND
ADMINISTRATIVE SUPPORT NECESSARY FOR SUCH AN UNDERTAKING. BASED
ENTIRELY ON MR. PIERSON'S GOOD REPUTATION AND MERITS AS AN ENTER-
PRISING HOTEL DEVELOPER, EMBASSY RECOMMENDS SUBJECT FIRM AS
TRADE CONTACT FOR INTERESTED U.S. CONCERNS.

22. PREPARED BY:RJMONTES APPROVED BY:PAHAIGH AT: US EMBASSY,
MANAGUA.
RUBENSTEIN

UNCLASSIFIED

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: INTELLIGENCE ASSESSMENTS, BUSINESS FIRMS
Control Number: n/a
Copy: SINGLE
Sent Date: 09-Jun-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01-Jan-1960 12:00:00 am
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1977MANAGU02754
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D770207-0246
Format: TEL
From: MANAGUA
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1977/newtext/t19770674/aaaacmtl.tel
Line Count: 112
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 202e1782-c288-dd11-92da-001cc4696bcc
Office: ACTION ARA
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 3
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 08-Nov-2004 12:00:00 am
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 2216268
Secure: OPEN
Status: NATIVE
Subject: WTD/FTI DIVERSIONES Y HOTELES S.A.
TAGS: BEXP, PINR, NU, DIVERSIONES Y HOTELES S A
To: COM
Type: TE
vdkgvwkey: odhc://SAS/SAS.dbo.SAS_Docs/202e1782-c288-dd11-92da-001cc4696bcc
Review Markings:
Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
22 May 2009
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009